



**CITY OF SALEM, VIRGINIA**  
Office of City Manager  
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April 25, 2007

Mr. Matthew Tucker  
Director  
Virginia Dept. of Rail and Public Transportation  
1313 E. Main Street  
Suite 300  
Richmond, VA 23219

Dear Mr. Tucker:

For the past 10 years or so, we have had intermittent discussions with Norfolk Southern about the possibility of locating an intermodal facility in the City of Salem. When the subject was first broached, we were excited about the prospect because we saw the positive economic impact it would have on this region.

When the concept resurfaced again last year, our enthusiasm was even greater because we now had an actual model, the Virginia Inland Port in Northern Virginia, to look to for what could be realized in the Salem/Roanoke Valley. Virginia Inland Port facts and figures are impressive, especially the reality that it has attracted 24 major companies to the area with an investment of more than \$599 million. Additionally, the companies have brought 7,000 jobs to the area. We also expect the project to work as an engine to drive redevelopment in Salem as well to provide existing businesses with new services at lower costs, thus strengthening the city's economic base.

Salem City Council and key city staff solidly support the construction of an intermodal facility in Salem. We truly feel that building such a facility in the region would significantly enhance our global competitiveness by providing transportation options currently unavailable due to the lack of rail intermodal service. The proposed facility would link this region to European and Asian markets, therefore inserting the Salem/Roanoke Valley into the global marketplace.

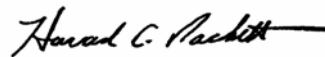
NS recommended in its list of sites property it owns near Colorado Street in Salem. The area is mainly industrial and is in what economic developers describe as a grayfield – a blighted

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area that is ripe for redevelopment. The land is vacant and can accommodate the project. We would recommend that the Commonwealth and NS construct the Roanoke Region Intermodal Facility on NS land generally between Colorado Street and Virginia 419. Through discussions with NS we have decided that a facility capable of providing the level of services required can be built there.

The City of Salem is looking forward to partnering with the Commonwealth and NS on the development of this project. We will do our utmost to make this project come to fruition.

Sincerely,

A handwritten signature in black ink, reading "Howard C. Packett", followed by a horizontal line.

Howard C. Packett, Mayor

A handwritten signature in black ink, reading "Forest G. Jones", followed by a vertical red line.

Forest G. Jones, City Manager

CC: Senator Brandon Bell  
Delegate Morgan Griffith  
City of Salem City Council Members